

Message Text

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PAGE 01 MOSCOW 18229 221314Z

44

ACTION EUR-12

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USDOC FOR BEWT/TDAD AND USSR

E.O. 11652: N/A

TAGS: ETRD, EEWT, ECRE, UR, US

SUBJECT: US FIRM MAY LAND DOLS 20 MILLION SOVIET FOUNDRY CONTRACT

1. GLENN S. MARKS, VICE PRESIDENT, AND JOHN FREED, CHIEF ENGINEER, FOUNDRY PLANNING AND DEVELOPMENT, SHALCO SYSTEMS, TOLD COMOFF DECEMBER 18 THAT THEIR FIRM MAY RECEIVE CONTRACT FROM STANKOIMPORT FOR FOUNDRY AT NEW MACHINE TOOL PLANT IN RUZAYEVKA (MORDOVIAN ASSR). IN RESPONSE TO SOVIET INVITATION, SHALCO SUBMITTING DETAILED PROPOSAL INCLUDING DESIGN AND SOME EQUIPMENT FOR FOUNDRY, WHICH WILL ALSO INCLUDE SOVIET EQUIPMENT AND HAVE 30,000 TON PRODUCTION CAPACITY. AS SOVIETS AIMING AT 1978 INSTALLATION, FIRM HOPES TO SIGN CONTRACT IN MID-1976. VALUE ESTIMATED AT 20 MILLION DOLLARS.

2. AT RECEPTION DEC 18 STANKOIMPORT OFFICIAL SAID PLANT WILL PRODUCE PRESSES. WHEN COMOFF EXPRESSED SURPRISE THAT METALLURGIMPORT NOT HANDLING FOUNDRY CONTRACT, OFFICIAL POINTED OUT THAT METALLURGIMPORT ONCE PART OF STANKOIMPORT.

3. COMMENT -(A) STANKOIMPORT RESPONSIBILITY FOR FOUNDRY IS ANOTHER EXAMPLE OF AD HOC ASSIGNMENT OF PROJECTS AMONG FTO'S IN DISREGARD OF FORMAL DIVISON OF RESPONSIBILITIES. REASON IN THIS CASE IS PROBABLY LIMITED OFFICIAL USE

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PAGE 02 MOSCOW 18229 221314Z

THAT OVERALL PROJECT IS MACHINE TOOL PLANT, WHICH FALLS

WITHIN STANKOIMPORT'S SPHERE OF OPERATIONS. DISCUSSIONS
WITH SHALCO ARE BEING CONDUCTED BY STANKO'S
DEPARTMENT 13, WHICH HANDLES IMPORTATION OF PRESSES.

(B) A SHALCO CONTRACT WILL RESULT IN SUB-CONTRACTS
TO US FOUNDRY EQUIPMENT FIRMS, AND US MACHINE TOOL
MANUFACTURERS MAY BE INVITED TO BID ON MACHINERY FOR OTHER
PARTS OF PLANT. HOWEVER, SHALCO REPS SPECIFICALLY REQUESTED
THAT INFORMATION NOT BE PUBLICIZED FOR TIME BEING TO PROTECT FIRM'S
COMPETITIVE POSITION. STOESSEL

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